RETAILING & WHOLESALING IN CANADA:

Information Sources

March, 1990
Distribution Services Division
Commercial Services Industries Directorate
Industry, Science and Technology Canada

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I. INTRODUCTION

This guide has been produced to assist those who are seeking information about retailers and wholesalers in Canada. It should also be of help for those who are interested in more specific information - such as where a particular product can be found in Canada and who to contact for more information. While many specific product-sourcing questions cannot be answered directly in this publication, it is hoped that it will quickly lead the reader to a source where answers can be found.

The publication is structured as follows:

Section II. lists the *national industry associations* that have a significant number of distribution companies as members. Often these associations will be the best source of information and material on those companies and products within its realm. The information in this section was obtained from a survey of trade associations and is arranged alphabetically;

Section III. specifies *directories* that list retailers, wholesalers and/or distributors in Canada. In many cases, these directories are published by a trade periodical and are contained in regular annual issues (or special edition issues). When this is the case, the name of the trade magazine is italicized in the text. Directories that do not specifically identify firms as wholesalers, distributors or retailers are not listed here;

Section IV. is a compilation of the sources of retail and wholesale *statistics* in Canada;

Section V. lists *miscellaneous* sources of information such as trade magazines;

Section VI. describes the role and mandate of the federal department of *Industry, Science and Technology Canada (ISTC)*; and,

Appendix A. contains the addresses and telephone numbers of the *publishers* of the directories and periodicals.

This publication has been prepared with information from numerous sources. While every effort has been made to ensure accuracy, we apologize for any errors or omissions. Suggestions for future editions of this publication will be most appreciated. For additional copies in English or French, or for more information, contact:

Distribution Service Industries Division
Commercial Services Industries Directorate
Service Industries and Consumer Goods Branch
Industry, Science and Technology Canada
235 Queen St.
Ottawa, Ontario
K1A 0H5

Tel. (613) 954-2979 or 954-2962
Fax. (613) 954-3107

II. INDUSTRY ASSOCIATIONS

Air Conditioning and Refrigeration Wholesalers - Canada

5468 Dundas Street West
Suite #308
Etobicoke, Ontario
M9B 6E3

Tel: (416) 239-8191
Fax: (416) 239-1983

Scope: 22 companies involved in wholesaling air conditioning and refrigeration equipment and parts. Issues include regulation of CFCs, wholesaler education, bar coding, Workplace Hazardous Materials Information System (WHMIS) legislation.
Services: Training; technical courses and manuals; communications; group discount programs for insurance and computers; government lobbying, statistics (these services offered through the "umbrella" association, the Heating, Refrigerating and Air Conditioning Institute (HRAI)).

Annual Meeting: September.
Conferences: Integrated with the annual HRAI conference in mid-September. Semi-annual meeting in April. Subjects addressed include those mentioned under scope, as well as business subjects such as inventory and succession.
Membership Directory: No.
Publications: HRAI publishes the *Environment* newsletter (6/year), the pre-conference *Environment* magazine in June, and bulletins and news releases as required.

Aquaculture Association of Canada

P.O. Box 1987
St. Andrews, New Brunswick
E0G 2X0

Tel: (506) 529-8854
Fax: (506) 529-4274

Scope: Over 900 members including producers, dealers and wholesalers, educators, consultants, scientists, insurers, accountants, veterinarians and students.
Services: Information not supplied.
Annual Meeting: Early summer. (1990 meeting July 10-17, Halifax; 1991 meeting in June, St. Andrews).

Conferences: Information not supplied.
Membership Directory: Available.
Publications: *Bulletin - Aquaculture Association of Canada* is published quarterly, one issue of which is the proceedings of the annual meeting.

Automotive Industries Association of Canada

1272 Wellington Street
Ottawa, Ontario
K1Y 3A7

Tel: (613) 728-5821
Fax: (613) 728-6021

Scope: 1,250 manufacturers and distributors of automotive replacement parts, accessories, tools and service equipment.
Services: Correspondence courses; workshops and seminars.

Annual Meeting: May.
Shows: Canadian International Auto Show - May.
Membership Directory: Available to the public for $250.
Publications: Various business management aids.

Brewers Association of Canada

155 Queen Street
Suite 1200
Ottawa, Ontario
K0A 1S0

Tel: (613) 232-9601
Fax: (613) 232-2283

Scope: Collects, analyzes and distributes information about the brewing industry. Members consist of conventional breweries and micro-breweries.
Services: Information not supplied.
Annual Meeting: Information not supplied.
Conferences: Information not supplied.

Membership Directory: Available.
Publications: *On Tap* newsletter (quarterly); *Alcoholic Beverage Taxation and Control Policies* - International Survey - 7th Edition; *About Beer and the Brewing Industry*; *Annual Statistical Bulletin*; *The Brewing Industry in Canada*.

Canada Grains Council

760-360 Main Street
Winnipeg, Manitoba
R3C 3Z3

Tel: (204) 942-2254
Fax: (204) 943-8233

Scope: 35 member organizations representing farmers, feed manufacturers, seed growers and sellers, shippers and exporters, grain companies, railways, lake carriers, agricultural organizations, rural municipality groups, producer organizations and marketing boards. The council provides a forum for discussion for all segments of the grain industry; acts as a liaison with government; works towards increasing markets for Canadian grains at home and abroad; coordinates research; and disseminates information.
Services: Presentations at public meetings. *Grainbase* - a commercial database about the Canadian grain industry.

Annual Meeting: April (1990 meeting: April 3-4 in Winnipeg).
Conferences: Two 1 1\2 day meetings each year: the April annual meeting and an October semi-annual meeting. The meetings cover topics of current interest within the grain industry and are attended by members and non-members.
Membership Directory: Available.
Publications: *Canadian Grains Industry Statistics Handbook* (annual); *Grainlist* - a directory of the Canadian grain industry (annual); *Open Door* (quarterly newsletter); other publications relating to research projects.

Canadian Agri-Marketing Association (Alberta)

502-239 Eighth Avenue S.W.
Calgary, Alberta
T2P 1B9

Tel: (403) 266-0995
Fax: (403) 263-3040

Scope: Agricultural Marketing Professionals.
Services: Monthly meetings; seminars; monthly newsletter; subscription to the publication, *AgriMarketing*.
Annual Meeting: Third Monday of November.
Conferences: February - Marketing Conference (directed to agriculture); November - National Marketing Awards Program and Conference.
Membership Directory: Available.
Publications: Newsletter (10/year); *AgriMarketing* magazine (10/year).

Canadian Association of Food Equipment Marketers

5925 Airport Road
Suite 301
Mississauga, Ontario
L4V 1W1

Tel: (416) 672-0011
Fax: (416) 672-0018

Scope: Comprised of manufacturers, distributors, and manufacturers' representatives of commercial foodservice equipment and supplies.
Services: Seminars.
Annual Meeting: February.

Shows: Biennial Trade Show, September (1990 show Sept. 23-25, Toronto).
Membership Directory: Available.
Publications: *CAFEMS News*; quarterly newsletter.

Canadian Association of Wholesale Sales Representatives

22 Leader Lane
#320A
Toronto, Ontario
M5E 1S5

Tel: (416) 363-2557
Fax: (416) 363-9669

Scope: 600 members include independent commissioned sales agents for womenswear and childrenswear; wholesale trade shows (markets).
Services: Newsletters; conferences.
Annual Meeting: Information not supplied.

Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: *CAWS News* - a bi-monthly newsletter.

Canadian Automotive Electric Association

3335 Yonge Street
Suite #403
Toronto, Ontario
M4N 2L9

Tel: (416) 489-0221

Scope: Membership: 29 service distributors (with 110 branches & 1,555 employees); 19 manufacturers; 16 life members. Engaged in automotive aftermarket manufacturing, wholesaling and retailing of parts and the diagnosis, service and repair of automobiles and trucks.
Services: Seminars; technical training program; training tape library; committee to advise on business problems.
Annual Meeting: October/November (part of national conference)

Conferences: National conference each October/November. Addresses topics of interest such as human resources, Free Trade, GST; private meetings between supplier and customer. Mid-term meeting held every other spring addressing business-oriented topics of interest.
Membership Directory: Information not supplied.
Publications: Pre and post conference newsletters; member bulletins; annual financial survey; newsletter; service bulletins (monthly).

Canadian Booksellers Association

301 Donlands Avenue
Toronto, Ontario
M4J 3R8

Tel: (416) 467-7883
Fax: (416) 467-7886

Scope: Represents over 1,200 bookstores across the country - both independents and chains.
Services: Training - trade bookselling level I and II (available in major cities); marketing seminars; lobbying for interests of members; credit card and insurance benefits; special projects; supplies; publications.
Annual Meeting: June (part of annual convention and trade fair).

Conferences: Annual convention and trade fair (June/July). Annual trade fair for college and university bookstores (March). Regular symposia and other trade-related meetings.
Membership Directory: Mailing list available for rent.
Publications: *The Canadian Bookseller* (10/year); *Bibliofile* (12/year); *College Store Courier* (12/year); various studies.

Canadian Business Forms Distributors Association

1644 Chesbro Court
Mississauga, Ontario
L5H 4H4

Tel: (416) 274-6414
Fax: (416) 274-8005

Scope: 108 members.
Services: To promote professionalism and education.
Annual Meeting: Five meetings annually.

Conferences: Sales schools; trade show.
Membership Directory: Information not supplied.
Publications: Quarterly newsletter.

Canadian Cosmetic, Toiletry and Fragrance Association

5090 Explorer Drive
Suite 510
Mississauga, Ontario
L4W 4T9

Tel: (416) 629-0111
Fax: (416) 629-0112

Scope: 90 active member companies including manufacturers and marketers of cosmetics, toiletries, and fragrances and 130 associate member companies include suppliers of goods and services to industry.
Services: Workshops; production and technical meetings; luncheon meetings with topical speakers.
Annual Meeting: May (1990 meeting May 27-31, in Tucson, Arizona).
Conferences: Marketing Workshops held in fall; association meetings are for member companies only.

Membership Directory: Information not supplied.
Publications: *Code of Consumer Advertising Practices for Cosmetics, Toiletries and Fragrances; Emergency Health Hazard (Recall) Procedures; Directory of Resource Personnel for Physicians; Trade Mark News; Sales of Toilet Preparations in Canada; Guidelines for Food Manufacturing Practices; Microbial Guidelines for the Manufacture of Cosmetic Products.*

Canadian Council of Grocery Distributors

P.O. Box 1082
Montréal, Québec
H2W 2P4

Tel: (514) 982-0267
Fax: (514) 849-3021

Scope: 50 members, all distributors, whose objective is to enhance and represent the interests of the food industry in Canada.
Services: Seminars.
Annual Meeting: End of May.

Conferences: Regional meetings; mid-year conference.
Membership Directory: Information not supplied.
Publications: *Précis*; annual report; *State of the Industry Report.*

Canadian Decorating Products Association

111 Vulcan Street
Suite 202
Rexdale, Ontario
M9W 1L4

Tel: (416) 240-0098
Fax: (416) 240-1534

Scope: Trade association for retailers of paint & wallpaper, floor coverings and window coverings along with interior decorators and designers. Manufacturers and distributors may join as associate members.
Services: Training; seminars; training videos and educational material available for purchase.

Annual Meeting: March.
Conferences: March.
Shows: Trade show; certified wallcovering seminars in various locations across Canada.
Membership Directory: Information not supplied.
Publications: *Decorating Centre* bi-monthly; educational material for the trade.

Canadian Electrical Distributors Association

1470 Don Mills Road
Don Mills, Ontario
M3B 2X9

Tel: (416) 446-1221
Fax: (416) 445-3682

Scope: Trade association for electrical wholesaler distributors.
Services: Seminars.
Annual Meeting: May.

Conferences: May.
Membership Directory: Available.
Publications: Information not supplied.

Canadian Farm and Industrial Equipment Institute

720 Guelph Line
Burlington, Ontario
L7R 4E2

Tel: (416) 632-8483
Fax: (416) 632-7138

Scope: Represents 25 manufacturers/distributors of farm machinery, along with 50 suppliers as associate members.
Services: Information not supplied.
Annual Meeting: November (1990 in Toronto).
Conferences: July (1990 conference July 8-10, Barrie, Ontario; 1991 conference July 7-9, Kananaskis, Alberta).

Membership Directory: Available.
Publications: Monthly bulletin; monthly *Flash* report of industry sales; bi-annual *Outlook* reports.

Canadian Federation of Independent Grocers

101 Duncan Mill Road
Don Mills, Ontario
M3B 1Z3

Tel: (416) 449-1976
Fax: (416) 449-7188

Scope: National.
Services: Seminars.
Annual Meeting: October/November in Toronto (1990 - Nov. 4-6).

Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: *Independent Grocer* newsletter.

Canadian Feed Industry Association

325 Dalhousie Street
Suite 625
Ottawa, Ontario
K1N 7G2

Tel: (613) 238-6421

Scope: Membership consists of companies involved in the animal (ie. livestock, poultry, fish and fur) feed industry, including dealers and merchandisers.
Services: Training; seminars; videos.
Annual Meeting: July.

Conferences: Nutrition in April and September; Feed Technology in November.
Membership Directory: Available.
Publications: *Feed Technology*; *Quality Awareness*; conference proceedings (each April); monthly newsletter.

Canadian Fertilizer Institute (CFI)

360 Albert Street
Suite 1540
Ottawa, Ontario
K1P 7X7

Tel: (613) 230-9029
Fax: (613) 230-5142

Scope: CFI is a government and public affairs office representing the interests of the fertilizer industry. The institute is also responsible for gathering and disseminating production, shipment and retail statistics. Membership includes: 35 manufacturers, wholesalers and retailers of fertilizer materials; 27 associate members (importers/exporters, transportation companies, banks). The 10 affiliated members are the five Canadian regional retail associations and five international trade and fertilizer education associations.
Services: Newsletter. Committees: Engineering and Technology; Environmental Affairs; Health and Safety; Insurance; Public Affairs; Statistics and Transportation. Sponsors programs such as *Plants for Food - Food for Plants* - a video and educational reference kit.

Annual Meeting: First week of March (usually in Ottawa).
Conferences: Held in conjunction with the Annual General Meeting and Conference and with the Summer Convention and Conference during the third week of August. Annual Transportation Meeting held in the fall (usually in Ottawa).
Membership Directory: Available.
Publications: *Size Guide Numbers: A System of Materials Identification*; industry profile; *Annual Report* (Financial Summary); *Canadian Fertilizer Information System* (statistical quarterly & monthly); annual report to the members (activity summary); *Communicator* magazine - published by the Western Fertilizer and Chemical Dealers Association.

Canadian Food Brokers Association

50 River Street
Toronto, Ontario
M5A 3N9

Tel: (416) 364-2134
Fax: (416) 360-6990

Scope: 350 members involved in sales to the grocery trade; liaison with principals and various regions.
Services: Seminars.
Annual Meeting: June.

Conferences: February (April in 1990).
Membership Directory: Available.
Publications: *CFBA Statistical Report.*

Canadian Franchise Association

88 University Avenue
Suite 607
Toronto, Ontario
M5J 1T6

Tel: (416) 595-5005
Fax: (416) 595-9519

Scope: 250 franchisors and service companies. Issues: those affecting franchise systems such as taxes, labour issues, etc.
Services: Seminars.
Annual Meeting: Information not supplied.
Conferences: Annual Legal Symposium and Convention.

Membership Directory: Available.
Publications: *Franchising in Canada* newsletter (bi-monthly); *Proceedings of the Annual Legal Symposium.*

Canadian Fruit Wholesalers' Association

310-1101 Prince of Wales Drive
Ottawa, Ontario
K2C 3W7

Tel: (613) 226-4187
Fax: (613) 226-2984

Scope: Represents the fresh fruit and vegetable distributive trade; involved in marketing as well. 750 members including wholesalers, retailers, brokers, shippers, jobbers, carriers and allied industries. Acts as liaison with government agencies. Issues include food safety, Canada-U.S. Trade Harmonization, licensing and arbitration.
Services: Seasonal duty notification service; national traffic office; Promotional arm is Fresh for Flavour Foundation; *Communiqué* newsletter (6/year); regular association mailings.

Annual Meeting: National convention and trade show in Jan./Feb.
Conferences: Committee meetings as need arises; Presidents' tour to visit different regions of Canada; semi-annual Board of Directors meeting in August (in Ottawa every second year).
Membership Directory: Available in limited quantities - $40.00 Cdr
Publications: Promotional material available through the Fresh for Flavour Foundation.

The Canadian Gift and Tableware Association

250 Consumers Road
Suite #501
North York, Ontario
M2J 4V6

Tel: (416) 497-5771
Fax: (416) 497-8487

Scope: 800 members include giftware suppliers, manufacturers, importers, and agents.
Services: Seminars.
Annual Meeting: Information not supplied.

Conferences: Information not supplied.
Membership Directory: No.
Publications: Information not supplied.

Canadian Health Food Association

#102A 1093 West Broadway
Vancouver, B.C.
V6H 2E3

Tel: (604) 731-4664
Fax: (604) 734-6909

Scope: Represents manufacturers, wholesalers, distributors, publishers and retailers involved in the health food trade. Focal point for education, public relations and information on the health food industry. Industry advocate for all levels of government.
Services: Training - nutrition courses; seminars; public lectures.

Annual Meeting: Yes.
Conferences: In conjunction with annual general meeting; two trade shows annually.
Membership Directory: Available.
Publications: Bi-monthly newsletter.

Canadian Home Sewing and Needlecraft Association (CHSNA)

224 Merton Street
Suite 204
Toronto, Ontario
M4S 1A1

Tel: (416) 482-7724
Fax: (416) 482-2862

Scope: Represents manufacturers, distributors, retailers and wholesalers.
Services: Information not supplied.
Annual Meeting: Information not supplied.

Conferences: Annual trade show in Toronto.
Membership Directory: Available.
Publications: *Resource Directory*; *CHSNA Trade News*.

Canadian Importers Association

210 Dundas Street West
Suite 200
Toronto, Ontario
M5G 2E8

Tel: (416) 595-5333
Fax: (416) 595-8226

Scope: Over 700 members representing suppliers of services to importers as well as retailers, import-distributors, agents and off-shore importers. Objective is to promote international trade and address issues important to importing community. Serves as an umbrella association for several importer groups.
Services: Topical seminars as needed (e.g. FTA, GST).

Annual Meeting: May or June.
Conferences: Annual conference Sept. 1990; Conferences will be held throughout year on topics such as GST and customs procedures.
Membership Directory: Available.
Publications: *Importweek* (weekly); *Importfile* (semi-annual); *Import Canada*.

Canadian Institute of Plumbing and Heating (CIPH)

5468 Dundas Street West
Suite 414
Islington, Ontario
M9B 6E3

Tel: (416) 232-2600
Fax: (416) 232-1520

Scope: 155 members including 40 wholesale distributors of plumbing, heating, industrial pipe, valves and fittings and other environmental products.
Services: Training; seminars; regional meetings across Canada.

Annual Meeting: June.
Conferences: June.
Membership Directory: Available.
Publications: *Pipeline*.

Canadian Jewellery Travellers Association

20 Eglinton Avenue West
Toronto, Ontario
M4R 1K8

Tel: (416) 480-1424
Fax: (416) 480-2342

Scope: 467 sales representatives for wholesalers and manufacturers of jewellery, watches, clocks and giftware.
Services: CJI videos, books and reference material; *Hotline* job listings; membership events.

Annual meeting: First week of December.
Conferences: Conference at annual dinner meeting.
Membership Directory: Information not supplied.
Publications: *Jewellery World/JW Plus* (monthly).

Canadian Laboratory Suppliers Association

c/o Sentry Communications
245 Fairview Mall Drive
Suite 500
Willowdale, Ontario
M2J 4T1

Tel: (416) 490-0220
Fax: (416) 490-0119

Scope: Gathers and disseminates market data to members; monitors government legislation and regulations as they affect the manufacture and distribution of laboratory products; works with professional societies and organizations to improve trade shows as marketing tools.
Services: Market data reports.

Annual Meeting: Information not supplied.
Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: Information not supplied.

Canadian Manufacturers and Retailers Council (CANMARC)

116 Albert, Suite 803
Ottawa, Ontario
K1G 1W2

Tel: (613) 232-6765
Fax: (613) 231-2305

Scope: Companies in the textile, manufacturing and retail sectors that are involved in apparel.
Services: Training; seminars; brochures; guides.
Annual Meeting: Not yet scheduled.
Conferences: Not yet scheduled.

Membership Directory: Information not supplied.
Publications: *QR Report*; *Canadian Market Trends*; *Canmarket Report*; *U.S. Apparel Market Report*.

Canadian Meat Council

5233 Dundas Street West
Islington, Ontario
M9B 1A6

Tel: (416) 239-8411
Fax: (416) 239-2416

Scope: Represents Canada's meat packing and processing industry. 54 member firms operating 79 plants (handles over 80% of the Canadian commercial meat supply). Also 33 associate member companies, including distributors and wholesalers, who supply goods and services to the Canadian meat processing industry.
Services: Information not supplied.

Annual Meeting: February.
Conferences: Arranged on an ad hoc basis.
Membership Directory: Information not supplied.
Publications: *Communiqué* (periodically); *QC R&D* (monthly).

The Canadian Motion Picture Distributors Association (CMPDA)

22 St. Clair Ave. East
Toronto, Ontario
M4T 2S4

Tel: (416) 961-1888
Fax: (416) 968-1016

Scope: Membership open to national distributors (operating in Canada) of theatrical feature films, television programs, or pre-recorded videocassettes; maintains four active committees; operates the Film and Video Security Office (FVSO), with offices in Montréal, Toronto and Vancouver. Association's objectives include promoting interests of the motion picture/video/TV programming industry and providing a forum for the exchange of views on matters of concern to the industry.
Services: Provides screening facilities, to make it easier for Canadian producers to have their films screened for purposes of international pick-up; *Producers' Resource Manual*; the *Script Development Program* designed to encourage Canadian writers to turn their attention to the area of feature film scripts; inauguration of The Golden Reel Award; The Motion Picture Institute of Canada, whose objective is to improve the quality of product and service in all sectors of the theatrical feature film industry; and participate in the Academy of Canadian Cinema.
Annual Meeting: Mid-calendar year.
Membership Directory: Available.
Publications: Information not supplied.

Canadian National Building Material Distributors Association

77 Finch Avenue
Suite 423
Willowdale, Ontario
M2N 6H8

Tel: (416) 225-8988
Fax: (416) 733-0566

Scope: 81 members engaged in building material wholesaling.
Services: Monthly newsletter; chapter meetings.
Annual Meeting: February.

Conferences: February.
Membership Directory: Available for a fee.
Publications: *News and Views* (monthly).

Canadian Office Machine Dealers Association (COMDA)

3464 Kingston Road
Scarborough, Ontario
M1M 1R5

Tel: (416) 261-1607
Fax: (416) 261-1697

Scope: Objective is to foster an awareness of the office equipment industry, its activities, products and problems on a national basis. Members are independent office machine and stationery dealers. Associate members are manufacturers and distributors of office products, supplies and service.
Services: A/V training programs and material; business seminars.

Annual Meeting: September - in conjunction with conference.
Conferences: September - Annual Meeting, Convention and Product Show. (1990 conference Sept 26-29).
Membership Directory: Information not supplied.
Publications: *COMDA Key* (6/year).

Canadian Office Products Association (COPA)

1243 Islington Ave.
Suite #911
Toronto, Ontario
M8X 1Y9

Tel: (416) 239-2737
Fax: (416) 239-1553

Scope: 850 members representing dealers, wholesalers and manufacturers of office products, machines and furniture. Current issues include the GST, the Packaging/Labelling Act and Free Trade.
Services: Training; industry directories; market research; educational seminars; pension and employee benefit plans; scholarship fund; publications.

Annual Meeting: May (1990 meeting May 25).
Conferences: May (1990 convention and exhibits May 24-26 in Toronto).
Membership Directory: Available.
Publications: *COPA Conversation* (bilingual; 6/year).

Canadian Pharmaceutical Association

1785 Alta Vista Drive
Ottawa, Ontario
K1G 3Y6

Tel: (613) 523-7877
Fax: (613) 523-0445

Scope: 11,000 pharmacists in all areas of practice - community (retail pharmacy), hospital, manufacturing, wholesaling, academic and government. Mission is to undertake activities to enhance the quality of pharmacy services and to advance the academic, scientific and professional aspects of pharmacy.
Services: Information not supplied.

Annual Meeting: May (1990 meeting May 29).
Conferences: May (1990 conference May 26-29).
Membership Directory: Information not supplied.
Publications: *Compendium of Pharmaceuticals and Specialties* (annually in english and french); *Canadian Pharmaceutical Journal* (monthly); *Impact* (bi-monthly); *Self-Medication*; *Poison Management Manual*.

Canadian Restaurant and Foodservice Association

80 Bloor Street West
Suite 1201
Toronto, Ontario
M5S 2V1

Tel: (416) 923-8416
Fax: (416) 923-1450

Scope: 10,000 companies including restaurants, hotels, contract caterers, clubs, institutions and manufacturers and distributors to the foodservice industry.
Services: Training; seminars; group buying programs; trade shows; information and research; industry image building; representation to government.

Annual Meeting: April (1990 meeting April 22).
Conferences: Convention (1990 convention April 22-25, in Toronto).
Membership Directory: Information not supplied.
Publications: *National Hospitality News* newsletter; Buyer's guide.
Note: See also Hotel and Restaurant Suppliers Association (HRSA)

Canadian Retail Building Supply Council (CRBSC)

1004-213 Notre-Dame Avenue
Winnipeg, Manitoba
R3N 1N3

Tel: (204) 957-1077

Scope: Comprised of five regional building supply associations in Canada with each association representing 50% - 60% of building supply retailers in their respective areas. A large number of manufacturers and distributors belong as associate members. The CRBSC is concerned with national issues (e.g. GST).
Services: Each association provides training manuals, videos and seminars for its members.

Annual Meeting: Each association has its own annual meeting in its own area. No annual CRBSC meeting.
Conferences: Each association holds at least one conference per year.
Membership Directory: Available to the public at a nominal cost from each regional association.
Publications: Each association produces its own newsmagazine, usually on a bi-monthly basis.

Canadian Retail Hardware Association

6800 Campobello Road
Mississauga, Ontario
L5N 2L8

Tel: (416) 821-3470
Fax: (416) 821-8946

Scope: 1,865 retail hardware and do-it-yourself stores.
Services: Range of services include education (home study courses, video, management bulletins); communications (magazine, newsletter); insurance; legislative representation; computer services (accounts receivable, general ledger).
Annual Meeting: October (1990 - Winnipeg; 1991 - Victoria).

Shows: Owns and operates the Canadian Hardware/Housewares/Home Improvement Show - held every February in Toronto. Largest hardware trade show in Canada and one of world's largest (trade attendance only).
Membership Directory: Available.
Publications: *Do-It-Yourself Retailing* monthly magazine (from USA); *Reporter* monthly newsletter; *Le journaliste* monthly newsletter.

Canadian Sanitation Supply Association

300 Mill Road #G-10
Etobicoke, Ontario
M9C 4W7

Tel: (416) 620-9320
Fax: (416) 620-7199

Scope: 375 manufacturers and distributors selling sanitation and maintenance products in Canada, with a national office in Toronto and 6 chapters: in Atlantic Canada, Québec, Ontario, Manitoba, Alberta and B.C.
Services: Training; seminars; government liaison; trade shows; newsletters.
Annual Meeting: June.

Conferences: Seminars on various maintenance procedures such as carpet cleaning and washroom maintenance; sales training; free trade. Held at the chapter level on a bi-monthly basis and nationally twice a year.
Membership Directory: Information not supplied.
Publications: *Update* newsletter (4/year).

Canadian Seed Trade Association

207-2948 Baseline Road
Ottawa, Ontario
K2H 8T5

Tel: (613) 829-9527
Fax: (613) 829-3530

Scope: 200 members engaged in domestic and international trade of all types of seed.
Services: Regulatory functions, advisory committee, etc.
Annual Meeting: July.

Conferences: Semi-annual meeting in November.
Membership Directory: Information not supplied.
Publications: Information not supplied.

Canadian Shoe Retailers Association

238A Davenport
Toronto, Ontario
M5R 1J6

Tel: (416) 975-1622
Fax: (416) 975-1625

Scope: 600 members representing in excess of 2,500 stores. All issues relating to shoe retailing and government, the consumer and the trade.
Services: Training; seminars; group purchasing (e.g. medical/dental/store insurance, RRSP).

Annual Meeting: February.
Conferences: June.
Membership Directory: Information not supplied.
Publications: *Shoe Biz*.

Canadian Soft Drink Association (CSDA)

500 University Avenue
Suite 812
Toronto, Ontario
M5G 1V7

Tel: (416) 979-3529
Fax: (416) 979-7597

Scope: Represents manufacturers, distributors and industry suppliers in the Canadian soft drink industry.
Services: Information not supplied.
Annual Meeting: June (1990 meeting June 4).

Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: *The Bottler*.

Canadian Sporting Goods Association

1315 de Maisonneuve
Suite 702
Montréal, Québec
H3G 1M4

Tel: (514) 845-6113
Fax: (514) 845-9534

Scope: 2,200 members including manufacturers, wholesalers, retailers, importers and agents across Canada representing the Canadian sporting goods sector.
Services: Not applicable.
Annual Meeting: Held concurrently with the CSGA Annual International Convention and Exhibition.

Conferences: Information not supplied.
Membership Directory: Available.
Publications: Two directories - the *CSGA Annual International Convention and Exhibition Directory* and one on the Annual Fall Market.

Canadian Steel Service Centre Institute (CSSCI)

345 Lakeshore Road East
Oakville, Ontario
L6J 1J5

Tel: (416) 842-1861
Fax: (416) 842-5836

Scope: Represents 54 metal service centre companies with 225 locations across Canada. In addition, 22 domestic integrated, mini, specialty and redraw mills support the Institute through their associate membership. All Institute programs are measured against the objective of assisting members to improve their return on invested capital.

Services: Training; sales and inventory statistics; operating results; annual financial performance report; compensation surveys; government liaison.
Annual Meeting: May or June.
Conferences: Educational seminars on topics such as sales, distribution, operations, inventory management, profit improvement, pay equity, G.S.T., etc.
Membership Directory: Information not supplied.
Publications: Annual report on activities.

Canadian Wholesale Drug Association

1110 Sherbrooke Street West
Suite 2206
Montréal, Québec
H3A 1G8

Tel: (514) 842-8627
Fax: (514) 842-3061

Scope: 143 member companies involved in manufacturing and wholesaling of prescription products, over-the-counter products and health and beauty aids products.
Services: Information not supplied.
Annual Meeting: May (1990 meeting May 2, Tucson, AZ).

Conferences: Mid-year conference in January; annual conference in May.
Membership Directory: Available.
Publications: Quarterly newsletter.

Consumer Electronics Marketers of Canada

10 Carlson Court
Rexdale, Ontario
M9W 6L2

Tel: (416) 674-7410
Fax: (416) 674-7412

Scope: 28 member companies engaged in the manufacture and marketing of consumer electronic products.
Services: Government liaison and lobbying; market research (for members only); seminars; standards development.

Annual Meeting: Information not supplied.
Conferences: Information not supplied.
Membership Directory: Available but not for solicitation purposes.
Publications: Press releases on industry statistics.

Council of Canadian Trading Houses (CCTH)

250-99 Bank Street
Ottawa, Ontario
K1B 4G6

Tel: (613) 238-8888
Fax: (613) 563-9218

Scope: 53 members; concerned with the enhancement of the environment in which trading houses operate.
Services: Seminars.
Annual Meeting: October.

Conferences: Information not supplied.
Membership Directory: Available.
Publications: *CCTH Directory*.

Council of Forest Industries of B.C.

1200-555 Burrard Street
Vancouver, B.C.
V7X 1S7

Tel: (604) 684-0211
Fax: (604) 687-4930

Scope: Members and affiliates produce a range of forest products including lumber, pulp, newsprint, paper, plywood and other higher value-added products. Member companies and affiliates account for over 90 percent of the value of forest products produced in British Columbia.
Services: Training; seminars.
Annual Meeting: April.
Conferences: In the fall of 1990, COFI will sponsor a major forest sector conference in Vancouver. A wide range of personnel will gather to discuss issues such as sustainable development, land use, timber supply, international trade in forest products and new technologies. Speakers of local, national and international stature will be featured in the program. Held as a companion event to Southam Exhibition's Wood Expo trade show.
Membership Directory: Information not supplied.
Publications: Directory of publications and films.

Federation of Automobile Dealers Association (FADA)

2 Sheppard Avenue E.
Suite 1902
North York, Ontario
M2N 5Y7

Tel: (416) 224-5161
Fax: (416) 224-2669

Scope: Represents 3,100 franchised new car and truck dealers of Canada.
Services: Information; education; group insurance; industry and government relations.
Annual Meeting: September (in 1990, Sept 23-25 in Winnipeg).

Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: *Dateline* monthly newsletter.

Heating and Air Conditioning Wholesalers Association (HAWA)

5468 Dundas Street West
Suite #308
Etobicoke, Ontario
M9B 6E3

Tel: (416) 239-8191
Fax: (416) 239-1983

Scope: 40 wholesalers of heating and air conditioning equipment and parts. Issues include regulation of CFCs, wholesaler education, utility marketing, Workplace Hazardous Materials Information System (WHMIS) legislation.
Services: Training; technical courses and manuals; communications; group discount programmes in insurance and computers; statistics; government lobbying. These services are offered through the "umbrella" association, the Heating, Refrigerating and Air Conditioning Institute (HRAI).
Annual Meeting: September.
Conferences: Participates at the annual HRAI conference in mid-September - subjects addressed include issues like CFCs and indoor air quality, as well as business subjects such as inventory and succession. (continued next page)

Membership Directory: Information not supplied.
Publications: HRAI publishes *The Environment* newsletter (6/year); the pre-conference *Environment* magazine in June, and bulletins and news releases as required.

Heating, Refrigerating and Air Conditioning Institute of Canada (HRAI)

5468 Dundas Street W.
Suite 308
Etobicoke, Ontario
M9B 6E3

Tel: (416) 239-8191
Fax: (416) 239-1983

Scope: Represents companies in the business of manufacturing, supplying, wholesaling or contracting equipment, parts, accessories, and service for the heating, ventilating, air conditioning and refrigerating (HVACR) industry.
Services: Training; courses; technical manuals and home study courses; group insurance.

Annual Meeting: September (1990 meeting Sept 15-18).
Conferences: Information not supplied.
Shows: Canadian Environmental Exposition (CEX '90), March 1990 in Toronto.
Membership Directory: Information not supplied.
Publications: *Environment* (4-6/year).

Hotel and Restaurant Suppliers Association (HRSA)

2435 Quenette St.
Ville Saint-Laurent, Québec
H4R 2E9

Tel: (514) 334-5161
Fax: (514) 334-1279

Scope: 500 food products, equipment and service suppliers for hotels, restaurants and institutions.
Services: Seminars; annual exhibition and trade show.
Annual Meeting: May; semi-annual: December.

Conferences: Planned on yearly basis, depending on need or requests.
Membership Directory: Available.
Publications: Buyers' guide.
Note: See also Canadian Restaurant and Foodservice Association.

International Maple Syrup Institute

P.O. Box 220
Montréal, Québec
H3Z 2T2

Tel: (514) 287-7383
Fax: (514) 844-8748

Scope: 15,000 members involved in maple syrup production, packing, distribution, equipment supplies and other related activities. Also includes a number of state and provincial associations.
Services: Marketing research; promotional tools; lobbying; videos.

Annual Meeting: October.
Conferences: Information not supplied.
Membership Directory: Information not supplied.
Publications: Biannual newsletter; *Cooking with Maple Syrup* cookbook; *Pure Maple Syrup* poster.

Luggage, Leathergoods, Handbags and Accessories Association of Canada

2330 Bridletowne Circle
Scarborough, Ontario
M1W 3P6

Tel: (416) 491-5844
Fax: (416) 496-9329

Scope: Manufacturers, importers, distributors and retailers.
Services: Information not supplied.
Annual Meeting: May.
Conferences: Information not supplied.

Membership Directory: Information not supplied.
Publications: *LLA Magazine* (9/year).

The Manufacturers' Agents' Association of North America

200-15 Toronto Street
Toronto, Ontario
M5C 2R1

Tel: (416) 923-5819
Fax: (416) 366-4657

Scope: 3,000 members nationally serving all industries and trades.
Services: Seminars; advice; business opportunities; industry promotion; matchmaking.
Annual Meeting: Information not supplied.
Conferences: Information not supplied.

Membership Directory: Available.
Publications: *Agents World Review* newsletter providing information on opportunities from various domestic and international corporations; distributed exclusively to members; *Manufacturers' Guide* deals with agents; *The New Manufacturers' Agent* (guide book).

Motorcycle and Moped Industry Council

7181 Woodbine Avenue
Suite 229A
Markham, Ontario
L3R 1A3

Tel: (416) 470-6123
Fax: (416) 470-9407

Scope: Six members who distribute products manufactured by their parent companies. Addresses all public policy issues that impact the industry.
Services: Sponsors studies; conducts research and analysis; develops policy positions.

Annual Meeting: January or February.
Conferences: When deemed appropriate or necessary.
Membership Directory: Available.
Publications: Information not supplied.

National Association of Independent Building Material Distributors

6681 Avenue du Parc
Montréal, Québec
H2V 4J1

Tel: (514) 271-7750
Fax: (514) 271-8873

Scope: 10 independently owned (as opposed to integrated producers and distributors) national distributors of building materials.
Services: Fosters co-operation between members; coordinates purchases; organises meetings with suppliers; lobbies government and trade departments.

Annual Meeting: July.
Conferences: Information not supplied.
Membership Directory: Available.
Publications: Information on members and distribution centres.

National Floor Covering Association

275 Slater Street
Ottawa, Ontario
K1P 5H9

Tel: (613) 232-7845
Fax: (613) 232-3072

Scope: Federation of seven provincial associations representing 1,000 distributors and retailers of floorcovering products.
Services: Training; seminars; surveys; conferences.
Annual Meeting: June.

Conferences: September - features topics of interest to floorcovering retailers.
Membership Directory: Information not supplied.
Publications: *Retail Management* report; *Advertising Workbook*.

National Ski Industries Association

8250 boul. Decarie
Suite 340
Montréal, Québec
H4P 2P5

Tel: (514) 737-1672
Fax: (514) 737-0724

Scope: 150 members including manufacturers, importers and distributors of ski equipment, ski clothing and accessories.
Services: Statistical reports; trade shows; seminars; newsletters.

Annual Meeting: February.
Conferences: Information not supplied.
Membership Directory: Available.
Publications: *Le Ski/Skiing* newsletter (4/year).

The Packaging Association of Canada

111 Merton Street
Suite 201
Toronto, Ontario
M4S 3A7

Tel: (416) 485-7812
Fax: (416) 487-2217

Scope: Members include manufacturers, designers and users (distributors, retailers, wholesalers) in packaging industry.
Services: Training; seminars; and educational courses (Super Course) held every year. Monthly seminars on various topics of interest to the packaging industry.
Annual Meeting: Information not supplied.

Conferences: Biennial Convention (held in 1990); Packaging Forum - D'Emballage (1990); biennial Pac-Ex (1991).
Membership Directory: Information not supplied.
Publications: *Update* (seasonal); *Tech Review* (3/year).

Printing Equipment and Supply Dealers' Association (PESDA)

302 The East Mall
Suite 610
Etobicoke, Ontario
M9B 6C7

Tel: (416) 236-3733
Fax: (416) 236-2171

Scope: 18 members - all distributors.
Services: Supply charts of sales and trade data.
Annual Meeting: December.

Conference: One meeting per month.
Membership Directory: Available.
Publications: Information not supplied.

The Québec Jewellers' Corporation

2950 Masson, #205
Montréal, Québec
H1Y 1X4

Tel: (514) 728-3685
Fax: (514) 728-2718

Scope: 1,000 members including manufacturers, sales representatives, retailers, wholesalers and trade people.
Services: Training; seminars.
Annual Meeting: October (1990 meeting October 13-14).

Conferences: Annual trade show (early August).
Membership Directory: Available.
Publications: *Repertoire de l'industrie Québécoise de la bijouterie.*

Retail Council of Canada

210 Dundas West, Suite 600
Toronto, Ontario
M5G 2E8

Tel: (416) 598-4684
Fax: (416) 598-3707

Scope: National membership of 10,000 ranging from small independents, franchises, mid-size chains to large national chains.
Services: Training; seminars.
Annual Meeting: June (1990 meeting June 12-13 in Toronto, 600 participants expected).
Convention: Loss Prevention (Sept. 25/90); Streets and Strips (Sept. 17-18/90); Marketing Conference (Oct. 15-16/90);
Publications: From the Retail Council - audio tape course in retailing; *Basic Selling Skills*; *Complaint Handling Guidelines*; *Customer Communications - How to do it, how to make it pay off*; *Inventory Management* videotape; *Magic of Retail*; *Managing People, Retailing's Prime Resource*; *1990 Marketing Advertising Promotion Calendar Workbook*; *Operating Survey of Canadian Retailing 1988*; *Profitable Retail Service Techniques*; *Retail Shrinkage - Profit Erosion*; *Retail-Suitable Data Processing Systems, Equipment, Consulting Survey*; *Selling More...More Easily*; *Shrinkage Survey*; *Strategic Retail Marketing - How to be a Winner*; *The Winning Edge* videotape; *Towards Achieving Greater Independence through Voluntary Association*. Outside Publications - *A Guide to Computer-Based Inventory Systems; Capturing Store Information*; *The Financial Applications: A Way to Get Started*; *Getting Sales*; *Independent Store Policy Manual*; *Mathematics of Merchandising*; *Start and Run a Profitable Retail Business*; *The Buyer's Manual*.

Retail Fur Council of Canada

1435 rue Alexandre, Suite 1270
Montréal, Québec
H3A 2G4

Tel: (514) 844-1945
Fax: (514) 844-3568

Scope: Promotes and represents interests of retail furriers to government and special interest groups.
Services: Training; seminars.
Annual Meeting: May in Montréal (in conjunction with Canadian International Fur Fair (CIFF)).

Conferences: Two major seminars during CIFF.
Membership Directory: Information not supplied.
Publications: Information not supplied.

The Rubber Association of Canada

89 Queensway W.
Suite 308
Mississauga, Ontario
L5B 2V2

Tel: (416) 270-8322
Fax: (416) 270-2640

Scope: 36 member companies (manufacturers); 9 associate members (distributors); and 28 affiliate members (suppliers).
Services: Committee and member meetings; Presidents' seminars.
Annual Meeting: February.

Conferences: Ad hoc theme conferences held on topics such as health and safety, quality management and Workplace Hazardous Materials Information System (WHMIS) legislation.
Membership Directory: Available.
Publications: Information booklet; bi-annual newsletter; statistical brochure.

Shoe Industry Suppliers Association of Canada

4101 Sherbrooke Street W.
Montréal, Québec
H3Z 1A8

Tel: (514) 937-8118
Fax: (514) 937-7066

Scope: Members represent manufacturers and distributors supplying the Canadian footwear industry.
Services: Training; seminars.
Annual Meeting: August.

Conferences: Monthly credit meetings.
Membership Directory: Information not supplied.
Publications: Information not supplied.

Terrazzo, Tile and Marble Association of Canada

3311 Bayview Avenue
Suite 106
Willowdale, Ontario
M2K 1G4

Tel: (416) 223-4460
Fax: (416) 223-5885

Scope: 122 members including distributors.
Services: Promotes the industry and quality control; responds to complaints; site inspections; supplies detailed specifications to members and architects; seminars.

Annual Meeting: July.
Conferences: July.
Membership Directory: Available.
Publications: Manual and specifications for members and architects.

III. DIRECTORIES

1. Automotive

***Automotive Marketer* Annual Buyer's Guide**
Wadham Publications
Division of Southam Communications Ltd.
Published annually in October
Single copy $10

The target audience for this guide includes mass merchandisers, specialty service shops and other national account organizations. It features information on manufacturers as well as agents and distributors of products for the automotive after-market and a listing of products and equipment with a cross-reference of suppliers.

***Jobber News* - Annual Marketing Guide**
Wadham Publications
Division of Southam Communications Ltd.
Published annually in November issue
Single copy $25

This directory provides information on the automotive aftermarket including automotive jobbers, warehouse distributors, manufacturers' agents and national distributors, specialty chains and mass merchandisers. Major product lines carried are listed for each firm.

2. Books

The Book Trade In Canada
Ampersand Communications Services Inc.
Published annually in January
Single copy $45

This directory provides information on the Canadian book industry in Canada, including lists of publishers, sales agents, wholesalers, publishers and distributors of books in Canada. In addition, a listing of firms providing supplies and/or services to the industry such as printers, binders and typesetters is included.

***Quill & Quire* Canadian Publishers Directory**
Key Publishers Co. Ltd.
Published biannually as a supplement to January and July issues
Single copy $15

Canadian book publishers and wholesalers are listed with a cross-index indicating the Canadian agent for all foreign book publishers represented in Canada. Also includes audio-visual suppliers and producers, and sales representatives in Canada.

3. Chemical & Chemical Process Industries

The Canadian Chemical Industry - A Corpus Survey
Corpus Information Services
Division of Southam Communications Ltd.

This publication provides information on major chemical manufacturers and distributors in Canada, by company and by product. Listings for over 75 distributors include address, company ownership, sales office locations, major product lines and financial data, where available.

***Canadian Plastics* Directory & Buyers' Guide**
Southam Communications Ltd.
Published annually in December
Single copy $65

This guide contains listings of plastic products, processes, custom processors, mold makers, material equipment, designers, consultants and associations, as well as distributors and manufacturers' agents for various products. Processors and manufacturers are listed alphabetically with their distributors.

4. Clothing & Accessories

***Style* Buyers' Guide**
Style Communications Inc.
Published annually in August issue
Single copy $40

This guide contains a listing of clothing manufacturers, importers and wholesalers in Canada. Companies are listed alphabetically and cross-referenced under merchandise categories and brand names.

Search
Search Directories Inc.
Published in 1988

This directory lists firms involved in Canada's fashion industry alphabetically. It includes sections on importers and manufacturers' agents. It appears that Search Directories Inc. is no longer in business.

5. Construction, Building Materials and Hardware

***Hardware Merchandising*'s "Top 100"**
Sentry Communications
Division of Maclean Hunter
Published annually in May
Single copy $55

This annual edition now lists more than 200 of Canada's top retailers and distributors of hardware, housewares and building supplies. Also includes information on co-operatives, department stores, and warehouse clubs and superstores.

***Heating-Plumbing Air Conditioning* Buyers' Guide**
Southam Communications Ltd.
Published annually in August issue
Single copy $15

This directory provides information on manufacturers as well as wholesalers, distributors and manufacturers' agents who supply the equipment, products and materials to the heating, plumbing, ventilating, refrigeration and air conditioning industry in Canada.

***Heavy Construction News* - Contractors' Handbook**
Maclean Hunter Ltd.
Published annually in December issue
Single copy $30

This directory lists manufacturers of construction products, plus a separate listing of distributors of construction equipment and products coast-to-coast in Canada, by province.

***Plomberie-Chauffage et Climatisation* Guide de L'Acheteur**
Southam Communications Ltd.
Published annually in August issue
Single copy $4

This bilingual directory provides information on manufacturers as well as wholesalers, distributors and manufacturers' agents of heating, ventilating and air conditioning (HVAC) equipment in the Québec market.

6. Drugs & Pharmaceuticals

***Drug Merchandising* - Canadian Drugstore Market Report**
Maclean Hunter Ltd.
Published annually in September
Single copy $170

The report contains the latest statistics on pharmacy sales, including department store drug departments, by province, metropolitan and major urban areas. It includes numbers of pharmacies by province, and sales of specific categories; Canadian production and imports of pharmaceuticals. Also complete listing of major manufacturers, wholesalers and retailers.

***Drug Merchandising* - Directory of the Pharmaceutical Industry**
Maclean Hunter Ltd.
Published annually in September
Single copy $75

A complete listing of major Canadian drug manufacturers, wholesalers and drug store chains. Chief officers and key product categories for manufacturers are identified.

7. Electrical

Le Bottin Bleu
Les Publications Industrielles Ltée
Division of Kerrwil Publications Ltd.
Published annually in September
Single copy $27

A french language directory of electrical products in Québec.

CEDA Current Annual
Kerrwil Publications Ltd.
Published annually in May
Single copy $18

This directory focuses on Canadian electrical distribution and distributors.

Electrical Blue Book
Kerrwil Publications Ltd.
Published annually in September
Single copy $45

This directory contains a list of manufacturers, manufacturers' agents and distributors of electrical and electronic products. These are cross referenced by products and services. The distributor section consists of a list of Canadian Electrical Distributors Association (CEDA) members. (N.B. The 1990 edition is sold out.)

8. Electronics, Computers & Data Processing

Canadian Electronics Engineering **Directory & Buyers' Guide**
Maclean Hunter Ltd.
Published annually as August issue
Single copy $15

This directory lists products and services for various electronic equipment, along with Canadian, American and British sources. Manufacturers with Canadian representatives are listed, followed by the representatives' names. Canadian distributors for both foreign and domestic products are listed in a separate section cross-referenced to other sections of the guide.

Canadian Electronics Engineering **Distribution Guide**
Maclean Hunter Ltd.
Published annually in December issue
Single copy $10

This directory lists the names, addresses, branches and lines carried for Canadian distributors of industrial electronic components. Distributors are cross-referenced by product category, name and geographic location.

Design Engineering **Fluid Power and Controls Buyers' Guide**
Maclean Hunter Ltd.
Published annually in the March issue
Single copy $16

This guide begins by listing manufacturers according to over 120 major types of fluid power and controls components and equipment. The second section lists the manufacturers along with the names of their Canadian distributors. The final section lists the names and addresses of the Canadian distributors.

Design Engineering **Mechanical Power Transmission Buyers' Guide**
Maclean Hunter Ltd.
Published annually in the October issue
Single copy $16

This guide includes a list of major types of mechanical power transmission components and equipment available in Canada. Manufacturers of this equipment are identified together with information on their distributors in the Canadian market.

Electronic Products & Technology **Electrosource Product Reference Guide**
Lakeview Publications
Published annually in January
Single copy $30

This directory is targeted at buyers and engineers with buying authority in Canada's electronics industry. One section of the publication is a directory of manufacturers' representatives and distributors. Another section lists products and services by category and the respective manufacturers and distributors.

9. Farming & Agriculture

Farm Equipment Quarterly **Directory**
AIS Communications Ltd.
Published annually in December issue
Single copy $10

This directory contains information on manufacturers and distributors of farm equipment in Canada.

Directory of Farm Machinery and Equipment
Sanford Evans Communications Ltd.
Published annually in February
Single copy $12

An information source on farm machinery and equipment available in Canada and on who manufactures and distributes them.

10. Food

Blue Book of Food Store Operators and Wholesalers
Sanford Evans Communications Ltd.
Published annually
Single copy $19.50

This publication contains complete addresses, phone numbers, executives, store locations by province, sales by volume, and store location according to geographic distribution of wholesalers, chains and groups.

***Canadian Grocer* Survey of Food Brokers and their Markets**
Maclean Hunter Ltd.
Published annually as February issue
Single copy $21

This directory contains information on food brokers by province, cross-referenced to brand names and annual food store sales by provinces, broken out by chains and independents. It also contains national, provincial and city market statistics.

***Canadian Grocer* Survey of Grocery Chains and Groups**
Maclean Hunter Ltd.
Published annually in August issue
Single copy $16

This directory includes details on each supermarket and convenience chain, and each group sponsoring-wholesaler in Canada. It also contains store numbers, management personnel, corporate affiliations, sales (where available), expansion programs, etc.

***L'épicier* - annuaire de la distribution alimentaire au Québec**
MacLean Hunter Ltd.
Published annually in July/August issue
Single copy $21

This Québec food distribution directory contains information on supermarkets, wholesalers, jobbers, manufacturers and distributors of food and non-food products, books, magazine and newspaper distributors, and equipment manufacturers and distributors.

11. Footwear & Leathergoods

***Canadian Footwear Journal* - Buyers' Handbook Issue**
McLeish Communications Inc.
Published annually in November issue
Single copy $5

This directory of the Canadian footwear industry is divided into various segments such as industry associations, footwear and handbag manufacturers, importers and distributors, brand names, suppliers to the industry, and suppliers by category.

***Luggage, Leathergoods & Accessories* Buying Guide**
Laurentian Media Inc.
Published annually in November/December issue
Single copy $25

This directory identifies manufacturers, importers, distributors, sales agents and the products they supply. The corporate listings are cross-referenced by product categories and by brand name listings.

12. Furniture & Furnishings

Canadian Furniture, Furnishings & Woodworking Supply Directory
Sentinel Business Publications
Published annually in May
Single copy $30

A directory of product listings and suppliers to the furniture trade, including materials and equipment used in furniture manufacturing, cabinetry and wood processing.

13. Health Care

***Oral Health* Dental Guide**
Southam Communications Ltd.
Published annually as the March issue
Single copy $4

This guide is a directory of products, manufacturers, dealers, distributors, trade names, service organizations, associations, and meetings in the dental supply industry.

14. Hotels & Restaurants

Directory of Restaurant and Fast Food Chains in Canada
Monday Report on Retailers
Division of Maclean Hunter Ltd.
Published annually in January
Single copy $155

This directory lists all restaurant chains and fast food operators in Canada with three or more outlets. It identifies complete addresses, senior management and responsibilities, number of stores and locations, franchise and financial data, and merchandise and buying information.

15. Jewellery & Giftware

***Canadian Jeweller* Buyers' Guide**
Maclean Hunter Ltd.
Published annually in the December issue
Single copy $18

This directory lists sources of jewellery, timepieces, giftware and related services and supplies for the Canadian jewellery trade. It contains information on manufacturers, wholesalers and agents/representatives.

***Gifts and Tablewares* Trade Directory**
Southam Communications Ltd.
Published annually in the Nov/Dec issue
Single copy $15

This directory lists Canadian suppliers in the gift and tablewares industry with a cross-referencing by product group and brand names.

***Giftworld* Directory**
Giftcom Media Inc.
Published annually in the Nov/Dec issue
Single copy $50

This directory identifies industry firms by primary activity as manufacturers, importers or wholesalers/distributors. Categories of products and brand names are cross-referenced to the corporate listings section.

16. Materials Handling, Transportation & Distribution

***Materials Management & Distribution* Materials Handling Handbook & Directory of Buying Sources**
Maclean Hunter Ltd.
Published annually in June issue
Single copy $15

This directory serves as a source listing of materials-handling equipment and supplies. It indexes more than 480 equipment classifications, cross-referenced to manufacturers. The manufacturers' listing includes full addresses and phone numbers, and distributors and agents where applicable.

***Materials Management & Distribution* Bar Code Quarterly Directory**
Maclean Hunter Ltd.
Published annually as a supplement to October issue
Single copy $3.75

This directory identifies sources of automatic identification equipment and supplies in Canada. A summary chart cross-references over 50 categories of equipment and accessories with over 200 firms and identifies the firms' activities (eg. manufacturer, distributor/dealer, consultant, etc.). The suppliers' list includes addresses, phone and fax numbers, contact persons and lines carried.

17. Metalworking

***Canadian Machinery & Metalworking* Metalworking Directory and Buying Guide**
Maclean Hunter Ltd.
Published annually in May
Single copy $35

This directory lists over 1,200 products with names and addresses of international manufacturers and Canadian suppliers. Also includes a directory of trade names, metal suppliers, and information services.

***Canadian Welder & Fabricator* Annual Directory & Buyers' Guide**
Sanford Evans Communications
Published annually in June
Single copy $12

This directory contains a listing of products and supplies available for all welding and fabrications operations. It includes complete names and addresses for manufacturers and distributors.

18. Natural Resources (Forestry, Petroleum Products)

***Canadian Forest Industries* Buyers Guide**
Southam Communications Ltd.
Published annually in July issue
Single copy $5

This directory lists the products, manufacturers and distributors of forest industry equipment in Canada. The section listing manufacturers also identifies the distributors handling their products.

Directory of the Forest Products Industry
Miller Freeman Publications
Published biennially (even years)
Single copy $190 Cdn.

This directory is a source of information on logging, lumber, plywood and panel operations in North America. A separate section is devoted to wholesalers, listing each firm's main and branch offices, commission agents, jobbers, distribution yards and importers. Canadian firms are listed separately.

Lockwood-Post's Directory of the Pulp, Paper and Allied Trades
Miller Freeman Publications
Published annually
Single copy $170 Cdn.

This directory provides information on the North American pulp and paper industry, including listings by geographical area of general paper merchants, major paper stock and rag dealers, and wood pulp agents.

Madison's Canadian Lumber Directory
Madison's Canadian Lumber Reporter Ltd.
Published annually
Single copy $85

This directory contains names, addresses, key contacts and other information about the Canadian lumber industry, including mills and wholesalers. Wholesalers are listed by region with a description of their product lines and operations.

***Propane Canada* Who's Who in the LP-Gas Industry Directory**
Sanford Evans Communications Ltd.
Published annually in January issue
Single copy $5

This directory contains information on approximately 400 producers, wholesalers and marketers of propane and butane in Canada and the United States, as well as manufacturers and distributors of appliances, containers and other equipment that utilize liquid propane (LP) gases.

***Pulp & Paper Canada* Annual Directory**
Southam Communications Inc., Westmount, Québec
Published annually in November
Single copy $65

Pulp and Paper professionals use this purchasing source book for latest flow charts, conversion tables, machinery and supplier classified index, listing of mills and their equipment, products and personnel. One section lists agents and brokers worldwide who deal in pulp, paper and paperboard products of Canadian mills and converters. They are classified first by country, then alphabetically by name of agent.

19. Packaging

***Canadian Packaging* Buyers' Guide**
Maclean Hunter Ltd.
Published annually in the July-August issue
Single copy $21

Information on manufacturers of packaging material and equipment as well as manufacturers' agents or representatives. Sections are broken down by components with each company in alphabetical order.

20. Sporting Goods, Toys and Games

***Sports Business* Buyers Guide**
Laurentian Media Inc.
Published annually in the July issue
Single copy $25

This directory contains information on sporting goods manufacturers and distributors in Canada. All companies are cross-referenced by product and are identified as a manufacturer, importer, wholesale distributor or manufacturer's agent.

***Toys & Games* Buying Guide**
Laurentian Media Inc.
Published annually in October issue
Single copy $25

A reference guide to the toy and game industry in Canada listing importers, manufacturers, wholesale distributors and agents/representatives. The firms listed are cross-referenced according to brand names and product categories.

21. Miscellaneous

1990 Office Products Gold Book
Abaco Communications Ltd.
Single copy $25

This directory is published for office supplies, equipment, furniture, computer and social stationery dealers (commercial and retail). It alphabetically lists sales agencies, wholesalers, suppliers and services cross-referenced by product category. Marketing groups and dealers are listed in another section. Each wholesaler's listing contains a full address, the names of the firm's senior executives, telephone numbers of branches and the names of representatives across Canada.

Canadian Directory of Industrial Distributors
Clifford/Elliot Ltd.
Published biennially
Single copy $195

This directory contains an alphabetical listing of various distributors cross-referenced by geographical location and product category. Each firm's listing contains a full address, the type of distributor, account coverage, product lines and descriptive information such as number of employees, contact person and year established.

Canadian Directory of Shopping Centres
Monday Report on Retailers
Division of Maclean Hunter Ltd.
Published annually in June
National edition $285

This directory lists approximately 1,500 shopping centres nationwide, including 131 new centres that have opened in the past twelve months; address; age; size; population; traffic; sales volume; average rents and C.A.M. costs; space availability; centre personnel; list of tenants; etc.

Canadian Key Business Directory
Dun & Bradstreet Canada Ltd.
Published annually in June
Single copy $425

This annual directory lists information on approximately 20,000 Canadian firms that have $1 million or more in net worth, $10 million or more in sales, or 100 or more employees. Canadian wholesalers and retailers which meet these criteria, are classified according to over 100 SIC categories.

Canadian National Register of Manufacturers' Agents & Distributors
Canadian National Register Company
Published every 18 months
Single copy $140

This directory presents an alphabetical listing of Canadian firms that are either manufacturers' agents or distributors. The firms are cross-referenced into product categories.

Canadian Trade Index
Canadian Manufacturers Association
Published annually in spring
Single copy $112

Primarily a directory of the Canadian manufacturing community, which also contains a list of distributors of Canadian products. Distributors are listed alphabetically by the Canadian-made products they represent.

The Directory of Retail Chains in Canada
Monday Report on Retailers
Division of Maclean Hunter Ltd.
Published annually in October
Single copy $250

This directory lists more than 1,700 Canadian chain retailers; head office addresses and phone numbers; management names and titles; number of stores and locations; expansion plans; financial data; merchandise and buying information, etc.

Fraser's Canadian Trade Directory
Maclean Hunter Ltd.
Published annually in June
Single copy $135

This directory's more than 3,000 pages contain 22,000 product classifications and over 320,000 listings. Some 31,000 Canadian companies are represented. It also contains over 13,000 trade names and lists in excess of 9,000 foreign companies who have Canadian representatives.

IV. SOURCES FOR INDUSTRY STATISTICS

The primary sources for industry statistics on retailing and wholesaling in Canada are the publications from Statistics Canada. Most of the publications include data analysis, definitions, methodology, data reliability, and a bibliography. If you are looking for more specific data on a particular sector of retailing or wholesaling, the appropriate industry association (see Section II.) can be an excellent source.

Statistics Canada Publications:

Catalogue # 61-206
Private & Public Investment in Canada, revised intentions.
Annual. Bilingual.

Includes updated estimates of intended annual capital and repair expenditures on construction and on machinery and equipment in the current year by sector and selected industry groups (includes wholesale and five sub-groups of retailers).

Catalogue # 61-207
Corporation Financial Statistics.
Annual. Bilingual.

Contains detailed annual financial data (balance sheet, income and expense, profit and retained earnings) and fifteen commonly used financial ratios for corporations, classified by 182 industries, including retailing and wholesaling. Includes highlights of the current year and descriptions of sources of data and coverage, industrial classification, methodology and data definitions.

Catalogue # 61-231
Small business in Canada, a statistical profile.
Annual. Bilingual. First issue 1982/84.

This publication depicts small business in Canada by major industry group which includes Wholesale and Retail Trade. The three tables show a breakdown of small businesses by number and province as well as industry. In addition, selected income statement and balance sheet data are shown, at the national level only, for small, medium and large in-scope businesses.

Catalogue # 61-522
Sales per selling area of independent retailers.
Annual. Bilingual. First issue 1986. Out of print.

This report provides data on independent retailers including space utilization, sales volume, physical size and location of store. Data for a full range of 38 different kinds of business (KOB) is provided at the Canada level. A narrower KOB range is provided at the provincial level of detail. Five store location types are shown: on-street, neighbourhood shopping centre, community shopping centre, regional shopping centre and indoor shopping mall.

Catalogue # 63-002
Department store sales and stocks.
Monthly. Bilingual.

Presents data on department stores: sales, stocks and number of outlets. Includes a list of department store organizations.

Catalogue # 63-004
Department store monthly sales, by province and metropolitan area.
Monthly. Bilingual.

Presents data on department store sales and percentage of department store sales.

Catalogue # 63-005
Retail trade.
Monthly. Bilingual.

Presents data on retail sales, for chain and independent stores; seasonally adjusted sales. Bibliography.

Catalogue # 63-007
New motor vehicle sales.
Monthly. Bilingual.

Presents data on new motor vehicles. Includes lists of North American motor vehicle manufacturers, and importers and distributors of overseas-manufactured motor vehicles.

Catalogue # 63-008
Wholesale trade.
Monthly. Bilingual.

Presents data on wholesale trade: percentage changes for sales and inventories and stocks/sales ratios of wholesale merchants for 9 groups of wholesalers and 5 geographical regions; monthly and cumulative, current and previous year.

Catalogue # 63-011
Restaurant, caterer and tavern statistics.
Monthly. Bilingual.

Presents estimated restaurant, caterer and tavern statistics for Canada and the provinces, by chains and independents and by kinds of business.

Catalogue # 63-014
Merchandising inventories.
Monthly. Bilingual.

Presents data on merchandising trade. Consolidates inventories and stocks/sales ratios of wholesale merchants, chain stores, department stores and independent retail dealers.

Catalogue # 63-210
Retail chain and department stores.
Annual. Bilingual.

Focuses on retail sales of chain and department store organizations by kind of business, by province, by selected localities, by number of stores operated and by annual sales volume. Includes other statistics on retailing.

Catalogue # 63-213
Vending machine operators.
Annual. Bilingual.

Presents data on sales of merchandise by vending machine operators through automatic vending machines, type of machine and by location for Canada and the provinces.

Catalogue # 63-218
Direct selling in Canada.
Annual. Bilingual.

Discusses non-store retail sales giving data on commodities sold and methods of distribution, from premises, by mail or door-to-door.

Catalogue # 63-223
Annual retail trade.
Annual. Bilingual.

Provides a comprehensive picture of retailing in Canada for two current years. Selected financial ratios at the national level, as well as retail sales and number of locations at the national and provincial levels are shown.

Catalogue # 63-224
Market research handbook.
Annual. Bilingual.

This handbook is designed to be a comprehensive source of socio-economic statistics for all those who study the Canadian consumer market -- market researchers, strategists, product planners and sales leaders. Provides information for businesses seeking to expand or develop new product lines.

Catalogue # 63-226
Wholesale trade statistics, wholesale merchants, agents and brokers.
Annual. Bilingual.

Provides principal statistics (volume of trade, net sales and receipts, purchases, inventories, etc.) of wholesale merchant and agent and broker establishments, by kind of business for Canada. Principal statistics, by Standard Industrial Classification and type of operation for Canada and the provinces.

Your local library, community college, or university may have copies of the above Statistics Canada publications. In addition, inquiries or orders for the above publications can be directed to Statistics Canada, Publication Sales, Room 1710, Main Building, Statistics Canada, Ottawa K1A 0T6. To order by phone, call Publication Sales at 613-951-7277 or use the toll-free number 1-800-267-6677. Publications can also be ordered through one of Statistics Canada's regional reference centres.

Other Statistical Publications:

Canadian Grocer **Survey of Food Brokers and Their Markets**
Maclean Hunter Ltd.
Published annually as February issue
Single copy $21

See entry in Section III. for description.

Canadian Grocer **Grocery Store Operations Survey**
Maclean Hunter Ltd.
Published annually
Single copy $97

An overview of the key operating statistics of the Canadian food retailing industry. Analyses are presented for corporate and independent stores by geographic area as well as by size of store and operations with and without warehouses. Also presents statistics on gross and net profit, labour expenses, sales per labour hour, sales per square foot, sales per customer transaction, and average sales volume per store. This report also features charts as well as computer analyses.

Drug Merchandising **- Canadian Drugstore Market Report**
Maclean Hunter Ltd.
Published annually in September
Single copy $160

See entry in Section III. for description.

V. OTHER SOURCES OF INFORMATION

Monday Report on Retailers
Monday Report on Retailers
Division of Maclean Hunter Ltd.
Published weekly
$355 for 52 issues

A weekly newsletter reporting on Canadian chain retailers with emphasis on store expansion plans, new retail concepts, merchandise and policy changes, key personnel changes and financial data.

Shopping Centre News & Construction Update
Monday Report on Retailers
Division of Maclean Hunter Ltd.
$355 for 24 issues

A twice-monthly newsletter reporting on Canada's shopping centre industry - special emphasis on construction plans for new centres, expansions, space availability, financial information, etc.

VI. INDUSTRY, SCIENCE AND TECHNOLOGY CANADA (ISTC)

What is ISTC?

The mandate of Industry, Science and Technology Canada (ISTC) is to act in full partnership with the private sector, the science community and other levels of government to promote international competitiveness and industrial excellence in Canada; to renew and rebuild our scientific, technological, managerial and production base; and to bring together in a concerted way the talents required to guarantee Canada's place in the first rank of industrial nations. The focus of ISTC policy development, program and service delivery, and its advocacy role inside and outside government can be summed up as BUILDING COMPETITIVENESS.

How Does ISTC Help?

The department's business and industry related programs are based on a three-pronged approach that includes support for strategic technologies, industry sector competitiveness initiatives, and business information and development services.

Strategic technologies - information technology, biotechnology and advanced industrial materials -- are those essential for Canada's competitiveness and future prosperity. In co-operation with the private sector and universities, the department provides support to help industry develop, acquire or apply these technologies. In particular, firms are encouraged to make alliances and create networks, thereby sharing the costs and risks of accelerating the development and application of these technologies.

Sector competitiveness initiatives are carried out in co-operation with industry and other departments. Industry, Science and Technology Canada develops individually tailored action plans to assist industry sectors to become more internationally competitive. Depending on the needs of individual sectors, initiatives could include export promotion drives, selective investment promotion, and technology applications for new and enhanced products.

Business information and development services include: provision of information and databases for business marketing needs and opportunities; assistance to entrepreneurs to search out, acquire and implement foreign technology which could usefully be applied to their businesses; and other services aimed at helping companies improve their competitive position.

The department's science-related activities include meeting the federal responsibilities under the National Science and Technology Policy, and administering InnovAction, the Canadian Strategy for Science and Technology.

InnovAction initiatives include the Federal Microelectronics Strategy, the Canadian Manufacturing Advanced Technology Exchange (CAN-MATE), the national network of Centres for Excellence, the Canada Scholarships Programs, funding for the University Research Granting Councils and a public awareness of science and technology programs.

Responsibilities for regional development in Atlantic and Western Canada have been given to the Atlantic Canada Opportunities Agency and the Department of Western Economic Diversification, respectively, while Industry, Science and Technology Canada retains responsibility for federal regional economic development programs and activities in Ontario and Québec. These responsibilities are executed by separate offices established for this specific purpose within the department.

Underlying all its activities is the department's function as the chief advocate, within government, for Canada's business and scientific communities. The department advocates on behalf of the business and science communities in areas such as taxation and regulation.

All the department's programs and activities are based on frequent and extensive consultation with the private sector, the science community, other levels of government and interested Canadians.

How does ISTC Work?

ISTC's organization is based on two principles:

- The direct delivery of services and programs is done primarily through a national network of provincial and territorial offices.
- Expertise in the corporate headquarters provides advice and assistance to major firms and industries.

Every province has a regional office, which works closely with headquarters to serve the needs of the department's constituency.

ISTC has offices in the following locations:

ISTC Regional Offices

Newfoundland
Parsons Building
90 O'Leary Avenue
P.O. Box 8950
St. John's, Nfld.
A1B 3R9
Tel: (709) 772-4866
Fax: (709) 772-5093

Prince Edward Island
Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I.
C1A 7M8
Tel: (902) 566-7400
Fax: (902) 566-7450

Nova Scotia
1496 Lower Water Street
P.O. Box 940, Station M
Halifax, N.S.
B3J 2V9
Tel: (902) 426-4782
Fax: (902) 426-2624

New Brunswick
Assumption Place
770 Main Street
P.O. Box 1210
Moncton, N.B.
E1C 8P9
Tel: (506) 857-4782
Fax: (506) 857-6429

Saskatchewan
105-21st Street East, 6th Floor
Saskatoon, Sask.
S7K 0B3
Tel: (306) 975-4400
Fax: (306) 975-5334

Alberta
Canada Place, Room 540
9700 Jasper Avenue
Edmonton, Alta.
T5J 4C3
Tel: (403) 495-4782
Fax: (403) 495-4507

British Columbia
900-650 West Georgia Street
P.O. Box 11610
Vancouver, B.C.
V6B 5H8
Tel: (604) 666-0434
Fax: (604) 666-8330

Yukon
Suite 301, 108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2
Tel: (403) 668-4655
Fax: (403) 873-5763

Québec
Tour de la Bourse
800 Victoria Place
Suite 3800
P.O. Box 247
Montréal, Que.
H4Z 1E8
Tel: (514) 283-8185
Fax: (514) 283-3315

Ontario
Dominion Public Building
4th Floor
1 Front Street West
Toronto, Ont.
M5J 1A4
Tel: (416) 973-5000
Fax: (416) 973-8714

Headquarters
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A OH5

Distribution Service Industries Division
Commercial Service Industries
Directorate
Tel: (613) 954-2954
Fax: (613) 954-3107

Northwest Territories
Precambrian Building
P.O. Bag 6100
Yellowknife, N.W.T.
X1A 2R3
Tel: (403) 920-8578
Fax: (403) 873-5763

Manitoba
330 Portage Avenue, Room 608
P.O. Box 981
Winnipeg, Man.
R3C 2V2
Tel: (204) 983-4090
Fax: (204) 983-2187

APPENDIX A.

List of Publishers

AIS Communications Ltd.
Box 1060
Exeter, Ontario
N0M 1S0
Tel: (519) 235-2400
Fax: (519) 235-0798

Abaco Communications Ltd.
70 Gibson Dr., Unit 5,
Markham, Ontario
L3R 4C2
Tel: (416) 477-4349
Fax: (416) 477-0412

Ampersand Communications Services Inc.
2766 Sheffield Rd.
Ottawa, Ontario
K1B 3V9
Tel: (613) 749-9998
Fax: (613) 749-2021

Canadian National Register Company
200-15 Toronto St.
Toronto, Ontario
M5C 2R1
Tel: (416) 363-8761
Fax: (416) 363-2248

Canadian Manufacturers Association
Suite 1400
1 Yonge St.
Toronto, Ontario
M5E 1J9
Tel: (416) 363-7261

Clifford/Elliot Limited
277 Lakeshore Road East
Suite 209
Oakville, Ontario
L6J 6J3
Tel: (416) 842-2884
Fax: (416) 842-8226

Dun & Bradstreet Canada Limited
P.O. Box 6200
Station A
Mississauga, Ontario
L5A 4G4
Tel: (416) 568-6000

Giftcom Media Inc.
110 Riviera Drive, Unit 2
Markham, Ontario
L3R 5M1
Tel: (416) 475-4198
Fax: (416) 475-5787

Kerrwil Publications Limited
395 Matheson Blvd. East
Mississauga, Ontario
L4Z 2H2
Tel: (416) 890-1846
Fax: (416) 890-5769

Key Publishers Co. Ltd.
70 The Esplanade, 4th Floor
Toronto, Ontario
M5E 1R2
Tel: (416) 360-0044
Fax: (416) 941-9038

Lakeview Publications
1200 Aerowood Dr., Unit 28
Mississauga, Ontario
L4W 2S7
Tel: (416) 624-8100
Fax: (416) 624-1760

Laurentian Media Inc.
501 Oakdale Road
Downsview, Ontario
M3N 1W7
Tel: (416) 746-7360
Fax: (416) 746-1421

McLeish Communications Inc.
1 Pacifique
Ste-Anne de Bellevue, Québec
H9X 1C5
Tel: (514) 457-2423
Fax: (514) 457-2577

Maclean Hunter Limited
777 Bay Street
Toronto, Ontario
M5W 1A7
Tel: (416) 596-5000

Madison's Canadian Lumber Reporter Limited
Box 2486
Vancouver, B.C.
V6B 3W7
Tel: (604) 681-6838
Fax: (604) 681-6585

Miller Freeman Publications
500 Howard St.
San Francisco, CA
94105
Tel: (415) 397-1881
Fax: (415) 543-0256

Monday Report on Retailers
777 Bay Street
Toronto, Ontario
M5W 1A7
Tel: (416) 596-5949

Sanford Evans Communications Limited
1077 St. James St.
P.O. Box 6900
Winnipeg, Manitoba
R3C 3B1
Tel: (204) 775-0201
Fax: (204) 783-7488

Sentinel Business Publications
Unit 8
6420 Victoria Ave.
Montréal, PQ
H3W 2S7
Tel: (514) 731-3524
Fax: (514) 731-9229

Sentry Communications (a Maclean Hunter company)
245 Fairview Mall Dr., Ste 500
Willowdale, Ontario
M2J 4T1
Tel: (416) 490-0220

Southam Communications Limited
1450 Don Mills Road
Don Mills, Ontario
M3B 2X7
Tel: (416) 445-6641

Southam Communications Inc.
310 Victoria Avenue
Westmount, Québec
H9X 1V2
Tel: (514) 487-2302

Style Communications Inc.
85 Scarsdale Road, Suite 300
Don Mills, Ontario
M3B 2R2
Tel: (416) 444-8407
Fax: (416) 444-5308

Wadham Publications
Division of Southam Communications Limited
1450 Don Mills Road
Don Mills, Ontario
M3B 2X7
Tel: (416) 442-2000